

# Grants for Government – A to Z

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# Terminology – What's With the Acronyms?



- RFP
- PA
- NOFA
- OH or FA or indirect
- In-kind and cash match
- ARRA
- BYOB

# Sources of Funding

- Government grants
  - Federal
  - State
  - Local/regional
- Foundations
- Private companies
- Other

# Types of Projects

- Community outreach
- Professional development
- Technology
- Travel/conference
- Equipment/capital/infrastructure
- Awards/recognition
- Program development or enhancement

# Benefits to the local government



- Improve operations, efficiency
- Provide community service
- Increase service opportunities
- Attract new staff and residents
- Help to diversify the community
- Meet mandates
- Others?

# Where do you start?

- Planning
- Areas of interest/need/expertise
- Availability of expertise & facilities
- Time constraints
- Budget requirements
- Resources needed

# Approaches

- Determine your interest, find a funding source to match
- Find a funding source and create a project to fit its requirements
- Think strategically
- Educate the funding sources

# Searching for Dollars

- [www.google.com](http://www.google.com)
- [foundationcenter.org](http://foundationcenter.org)
- [www.guidestar.org](http://www.guidestar.org)
- [megs.mde.state.mi.us/megsweb](http://megs.mde.state.mi.us/megsweb)
- [www.grants.gov](http://www.grants.gov)
- [www.grantsalert.com](http://www.grantsalert.com)
- Funder websites
- Funder contacts

# Getting started

- SWOT
- Project concept
- Intended outcomes
- Costs and resources needed
- Work plan
- Justification
- Evaluation
- Budget

# SWOT

- Remember? What are you good at?
- Strengths
- Weaknesses
- Opportunities
- Threats

# Some tips for success

- Know what it is you want to accomplish – think strategically
- Build on existing strengths
- Meet the funder's needs
- Meet the requirements for the grant
- Consider sustainability, portability
- Educate the funder
- Generate support
- Deliver the goods!

# Thank You

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